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**Ltd**

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## STL Communications – Who are we ?

- Independent business communications provider
- Based in Witney – Oxfordshire business for 15 years
- National coverage
- 38 employees
- Hardware supplier – Telephone system, cabling systems, video conferencing etc
- Network 'service provider' focus of the business – BT line rentals, low cost calls, mobiles, access provision, disaster recovery etc
- Deal across all sectors including school, legal, medical, F1, business/innovation centres.

## The Green Angle - 'Greenminutes'

- Green is on the agenda for existing and new customers
- What is Greenminutes?
- Carbon Neutral telephony – calls generate carbon
- BT's network is inefficient – old technology and power hungry  
- we found a better one!
- STL / Gamma Tier 1 network – new (less than 10 years old), fully digital / fibre optic, low power. IP switched
- Goes everywhere BT's network goes
- Accessed by existing BT lines – no need for change (although STL can wholesale these)
- Low power – Gamma uses 2% of power used by BT's network (98% efficient)
- Carbon Neutral through offset – Carbon Neutral Co. Not 'Greenwashed' -efficient network

## Sustainable Supplier – STL Communications

- We need to stand scrutiny – Green network isn't enough
- STL have changed – we are focussed on operating sustainably
- Changes made
- CSR policy – green focussed
- Recycling
- Procurement – energy, stationary etc
- Vehicle fleet – engineering fleet changing
- Cycling scheme offered
- Carbon Neutral through Carbon Neutral Co – once working practices changed.
- Offset supporting global green projects including wind / hydro power
- Theme to the business – looking at ways of 'Greening' other products and services

## Greenminutes – what's in it for customers / adopters

- Billing – STL generate. flexible, paperless, available on WWW – live view, updated daily
- Home working included FOC – existing BT line can be used. Other home working solutions available
- Video conferencing – use STL's for free or purchase at supported rates
- Voice conferencing bridge – supplied FOC
- Certificate / PR – STL will support with this
- Savings – greenminutes will reduce costs

Some local and national Greenminutes adopters



BrookStreet des Roches LLP





## In summary.....



- Provides easy 'green win' for businesses
- Powerful differentiator
- Unique telecoms proposition
- Commercially sensible – less paperwork, labour etc
- Over 90% of STL's customer base have adopted Greenminutes
- Greenminutes is now a theme to the business, not just a product